

# **J.M.W. LLER**

**A S S O C I A T E S**

*M A N A G I N G   T H E   V I S I O N*

*ENVIRONMENT  
MANAGEMENT  
ENGINEERING  
PLANNING  
ENERGY*

Burke, VA • Atlanta, GA  
San Antonio, TX • Oak Ridge, TN

# TEAMING WITH A LARGE BUSINESS

## A SMALL BUSINESS PERSPECTIVE

## *PROFILE OF J.M. WALLER ASSOCIATES, INC.*

- An Engineering Services Company
- Incorporated in 1993
- Minority-Owned Business
- SBA 8(a) Certified
- Participates in the Mentor/Protege Program

# MANAGEMENT & TECHNICAL SERVICES

- Environmental Engineering & Management
- Facilities Management
- Hazardous Material & Waste Management & Training
- Public Information & Outreach
- Information Technology & Management

## MAJOR CLIENTS

- Department of the Army
- Department of the Air Force
- U.S. Army Forces Command
- U.S. Army Training and Doctrine Command
- U.S. Army Reserve Command
- Army Corps of Engineers
- Army Environmental Center
- Air Force Center for Environmental Excellence
- Military Installations - CONUS, Hawaii, Germany & SW Asia

## WHY WOULD A SMALL BUSINESS CONSIDER TEAMING WITH A LARGE BUSINESS?

- Client Bundling or Broad Scope Contracts
- Lack of Sufficient Set-Asides
- Add Depth and Breadth to its Capability
- Provide Specialty or Niche Services
- Introduction to New Clients
- Improve Potential for Contract Award
- Enhance Proposal Writing Capabilities

# J.M. WALLER ASSOCIATES EXPERIENCE WITH TEAMING ARRANGEMENTS (AS THE PRIME)

## OBSERVATIONS

- Teaming Partners Have Been Responsive
- Partners Provided Depth to the Team
- Quality of Proposals has Improved Significantly
- Success Has Been Slow in Coming

# J.M. WALLER ASSOCIATES EXPERIENCE WITH TEAMING ARRANGEMENTS (AS THE SUB)

## OBSERVATIONS

- Prime Must Commit a Specific Portion of the Contract to Small/Minority Business
- Large Business Must Strive to Meet Small/Minority Contractual Goals
- A Good Reputation as a Competent Sub is Imperative
- A Significant Challenge for the Small Company



## WHY WOULD A SMALL BUSINESS CONSIDER PARTICIPATING IN THE MENTOR/PROTEGE PROGRAM?

- Expand Business
- Increase Client Exposure
- Broaden Technical Capabilities
- Achieve Technology Transfer
- Create Infrastructure Enhancements
- Become a Preferred Provider to the Mentor

# SUMMARY

- All Small and Minority Businesses Are Not Alike
- Large Businesses Should Identify Good Small/Minority Businesses Now
- Small/Minority Business Participation on Federal Contracts Is Likely to Increase
- Federal Contract Oversight Is Likely to Improve
- Presence of a Good Small/Minority Business Will Be Necessary and Helpful
- Mentor/Protege Program Relationship Offers Excellent Opportunities